

Want Ads.,
Agriculture,
Commerce.

The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, JANUARY 21, 1912.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

The New Year Opens Up
Cheerfully for All
of the Agents.

GOOD BUSINESS,
MORE COMING

South Richmond Looms Up as a
Great Manufacturing Centre.
Property Over There Is in
Demand—Good Business
From Fulton to Rose-
neath Road.

"We always look for dull business the first few weeks of a new year, and in some respects the last two weeks have not been an exception to the rule, and in some other respects they have been a very gratifying exception." Thus spoke one of the oldest and most conservative real estate agents in the city. Being pressed for a further expression of views this conservative old fellow went on to say: "There is active demand for desirable real estate. I have been afraid the young fellows would overdo the market, and in their trading and swapping transactions would in some way bring about a panic, but nothing of the kind has so far developed, and I am beginning to be a believer in the methods of the young fellows. I have been in the business for many years now, in fact have grown old in it, and I don't think I ever knew a time when things looked brighter at the beginning of a new year than they do right now."

This man went on to tell me about a good deal of inquiry that he thought was encouraging, and had a mighty hopeful look, but I would rather not deal in speculation. My business is to record cheerless events as they occur, and I will wait for them.

Rumors of Big Deals.
From another source I heard rumors about some big doings in South Richmond, but when the parties supposed to be most largely interested in those doings were approached they declined to talk. "In fact," said one of the interested parties, "there has been something doing in South Richmond, and there is going to be a great deal more doing on that side of the river, for don't you forget it, South Richmond is going to be the manufacturing centre of what we are pleased to call Greater Richmond."

Sales That Were Made.
A rumor about a \$300,000 sale of Broad Street property had many of the agents excited yesterday, but being run down it could be found to be only a rumor. Sometimes a rumor turns out to be a fact, and I shouldn't wonder if this one finally gets down to earth. The fact is, however, that the engineering the deal would not disclose anything.

From here, there and everywhere I find that the sales actually closed last week amounted to close to a quarter of a million dollars. Last week the string and expected to be closed in the next ten days would foot up near to a million, among them the \$300,000 proposition referred to above, as well as the South Richmond trading.

On the right good little deal that I do know of was pulled through by Richeson & Crutchfield. They sold to M. L. Massey some Main Street property between Second and Third Streets, for \$15,000. Mr. Massey is an investor, and he bought because he thought he saw a good investment, but there is a report that he will spend some money improving the property. Richeson & Crutchfield sold considerable other property, amounting to over \$30,000, in various parts of the city from Church Hill to the Boulevard.

Amos & Pindexter sold for E. L. Frost some good business property in South Richmond on the Seaboard Air Line tracks. They also did big business in Ginter Park, in Highland Park, on Monument Avenue, on Floyd Avenue and on Park Avenue. Altogether they sold something like \$10,000 worth of good property.

Some Other Sales.
W. E. Purcell Company, while rather reticent as to details, confessed to having sold close to \$10,000 worth of realty.

J. Thompson Brown and Co. sold something like \$30,000 of good property, and they tell with some enthusiasm of inquiries from the West for upper James River farms and they expect to locate many Westerners on the upper water.

Carnel & Son report not a little inquiry and coming activity, but when asked about sales that are reportable right now they were rather reticent.
All of the agents are looking forward to big business when the clouds roll by, but for the present they are not having very much to say.

In the Suburbs.
Owing to rather curious weather, rather unfavorable weather, it may be said, the suburban fellows are keeping very mum. But they wink the other eye and say "Our time is coming." For instance, Golsan & Nash are looking forward to big things the coming spring and summer out of Bon Air. They have charge of some fine property out there that with the coming of the spring will certainly interest suburbanites.

Ginter Park has been under the snow for a week or more, but it is now budding out and the sales of four lots the past week have been reported. There is not a little building going on out there also. The St. Thomas

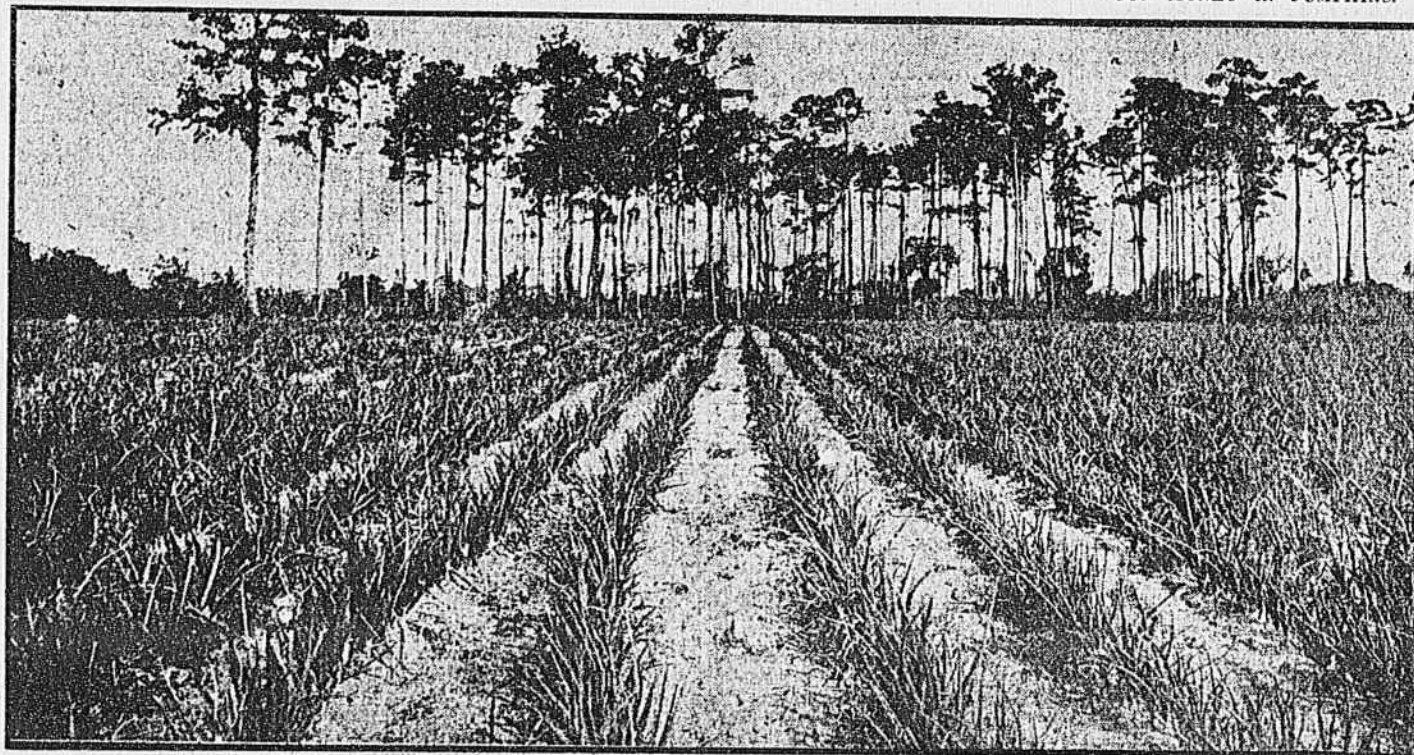
THINGS WORTH THINKING ABOUT



TRUCK FARMING BETWEEN FRUIT TREES.



BIG MONEY IN PUMPKINS.



VIRGINIA CAN BEAT THE WORLD RAISING ONIONS.

TOBACCO SALES IN ALL THE MARKETS

Much Burley Coming to Richmond—Sales Larger Than Had Been Expected.

BIGGER RECEIPTS THIS WEEK

Tobacco News Comes From All Parts of the Weed-Growing Country.

Generally speaking, the loose leaf sales of tobacco in all of the Virginia and North Carolina markets were larger the past week than the warehousemen and the leaf buyers had expected. Notwithstanding rather unfavorable weather the growers rushed their weed, or as much of it as they could get in running order, to the markets and converted the same into cash. The manufacturers and the other buyers were ready for it, and so far as the reports go, it seems that on all of the markets they paid the outside figures.

In Richmond all of the warehouses had good sales considering the weather conditions and the warehousemen are rejoicing that they got top notch figures on everything in the way of leaf that was offered. The total sales for the week amounted to about 400,000 pounds and the offerings were made up of all of the dark grades and the Burley goods. The largest sales of Burley were made at the Hutcheson Warehouse, and some of this type of tobacco was offered every one of the sales days. However, the larger sales of Burley were made on Monday and Tuesday. Hutcheson sold about 135,000 pounds of Burley and scored some record prices. The sellers came largely from West Virginia, and all of them were highly pleased with the figures they obtained as well as with the fine times they had in Richmond while marketing their weed.

The local warehouses look for large receipts of all grades of dark tobacco this week.

The package dealers say they had a very good time last week, having sold something less than 2,000 packages, great and small. One of the larger transactions was in a round lot of dark goods intended in a round lot of dark foreign shipment, but all the same there was some mighty good business in bright stocks in the package shape, and there is an unconfirmed report that one deal in bright goods footed up more than \$10,000. Particularly of this deal could not be obtained for all of the package business is done on the quiet and no tobacco man ever gets confidential with a newspaper man, if he can help it, and generally he can.

Lynchburg Tobacco Market.
Lynchburg, Va., January 20.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following report of leaf tobacco sold on the Lynchburg market:
Sold week ending January 19, 473,400

A NEW TOWN IN AN ANCIENT COUNTY

Kinsale, Down in Westmoreland County, Comes to Life. Very Sublime History.

RATHER MIXED UP CENTURIES

What an Ancient Village Is Trying to Do as a Modern Town.

BY G. W. BEALE.
Kinsale, Westmoreland County, Va., January 20.—Kinsale is a small, but prettily located town in the lower part of Westmoreland, and is the chief commercial emporium of that county. Besides drawing its trade largely from the nearby counties of Richmond and Northumberland, it is situated on Yeocomico Creek, a bold and beautiful tributary of the Potomac, into which it enters at its widest point about ten miles above its confluence with Tidewater Virginia. Unlike most towns in a plain of great extent, with hills in a distant background, but the elevated lands approach to it very closely, and from these one can look down upon it nesting in peaceful beauty at their very feet.

The town in its proportions and pretensions does not keep pace with the antiquity of its origin, nor are its size and importance to be measured by the generations which have lived and died within its limits. It often, however, now wears an air of push and bustle, and more than ever in its long history gives promise of business and growth.

A Connecting Bridge.
In recent years a bridge has been thrown over the Yeocomico, connecting the town closely with the large and fertile farming lands, extending northward from that stream. The main highways leading to the place from Oldoms and the Hague have been improved at large expense, and a bridge spanning Hampton Creek has been opened to Northumberland planters. These advantages much increase the importance of Kinsale as a shipping point, and give stimulus to its mercantile, manufacturing and banking enterprises.

No other town in Northern Virginia has known the smiles of summer and the frosts of winter so long as Kinsale. It antedates even Richmond, Alexandria and yet more the nation's capital—Washington. Far back in Colonial days His Excellency Governor Edward Nott recommended its formation along with numerous other towns—one in each county—"for the more expeditious loading and unloading of ships, and further, that there be established a free burch, which shall have a market at least twice a week and a fair once a year." An act embodying these provisions was adopted by the Assembly in October, 1705, and further located the town "upon the land of Richard Tidwell," calling it

VIEWS AND NEAR VIEWS, HINTS AND SUGGESTIONS

Thoughts That Come From All Over the Country—Politics and Business Sometimes Mixed.

Looking Onions—Crops Between the Tree—Various and Surprising.

Compiled and Edited by Frank S. Woodson, Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such contributions, addressed to the Industrial Editor, will receive prompt attention.

Communications for this column are falling in at a rapid rate and I find that there are very many people, who have suggestions to make and hints to throw out. Some of these hints are very fine and many of the suggestions are good, and all that are fine and good will be used in due time, with the hope that they will bring forth good fruit. I have no doubt they will, but it will take time and, it may take not a little time for some of the hints and suggestions to get in print. They are piling in right rapidly, you see.

Then, another thing: Some of my friends are contributing to this column have overlooked the first section of the law as originally laid down. I do not myself just remember the language of the law, but in effect it said that this is not a political column, and if you have politics to discuss address your communication to the political editor. For Heaven's sake keep it away from the desk of the industrial editor, who hates politics about as bad as his satanic majesty dislikes holy water.

However, it sometimes happens that good business and politics are so intimately interwoven they are hard to be separated. The paragraph just below rather indicates this.

Some Far-Fetched Thoughts.
To the Industrial Editor:
Sir,—You want to know how to entice that elusive thing, "prosperity," back to Virginia? The facts are, that Virginia is poor, because our per capita wealth-production is very low. Wages in Virginia are low (in spite of the cry of the landholder). Capital does not command but 3 per cent. The thing that constantly rises in rent (economic rent), and the things produced from the land.

The expected has happened: Speculation has taken the place of production, and the landholders are living on the increase in value of their land, and as an excuse, say they "can't get labor," or "can't make the taxes" on the land, and speak of tax reform as confiscation of property.

It really means, not confiscation, but an automatic and scientific way of reducing the big land-holdings to such size as the holder can use and pay the increased tax upon high land assessments; means that no individual can hold more land than he can actually use to the maximum. See!

It means that Tom and Dick will have a chance to buy a piece of their own at actual value (for a farm, factory or dwelling), and the economic



RICHMOND'S NEW SKYSCRAPER.

THE GOOD COUNTRY DOWN THE JAMES

Richmond's Finest Supporting Territory Needs Looking After in an Intelligent Way.

BETTER SERVICE IS THE CRY

The Majestic James a Big Asset for Richmond if Properly Developed.

BY JAMES R. HOPPER.

I have read with much interest the highly enthusiastic and optimistic newspaper reports of the great gathering of business men in Richmond on the evening of the second instant—a meeting designed for the purpose of fostering a co-operative spirit among the people of the State metropolis. I hope it will not be considered a piece of effrontery on the part of an outsider if this correspondent takes the liberty of offering in this connection a few observations which may seem somewhat axiomatic and to the student of such matters, rather trite.

The causes of growth in a great city are multifarious and complex, but for the most part they may be sought and found in that city's tributary or supporting territory. A city cannot lift itself by its boot straps; it does not subsist upon itself. It waxes powerful and opulent to the extent that it promotes and conserves the supporting territory which builds it up. Hence, the economist who reads the very interesting reports referred to, having in mind the purpose of the meeting, is apt to look askance at a great elvish demonstration where the thousands of participants—so far as we are informed—failed to extend their range of vision beyond the corporate limits of the city of Richmond itself.

Of course, we have no means of knowing the unexpressed thoughts of the business men who took part in that meeting, but to my mind it is a singular circumstance that an entire evening's program of exercises for such an occasion could be carried out without somebody giving expression to the mutual obligation and interrelated conditions prevailing between the city and its supporting territory. There is no other large city in this country, perhaps, which has as large an undeveloped tributary territory as that possessed by Richmond. Without undertaking to deal with the large question, which an exhaustive economic study of Richmond and her territory would disclose, I will, with the per-

FUTURE LABOR FOR THE GREAT SOUTH

Its Serious Problem and Solution; Where Good Labor Comes From.

PROMPT ACTION
IS CALLED FOR

Industrial Expansion Down South Demands Better Labor. Problem That Confronts Us, and Must Be Settled Right and Settled Quickly—Immigration Question.

BY W. J. LAUCK.

The remarkable industrial expansion in Virginia and other Southern States within recent years is a matter of general comment. Transportation facilities in the South have been improved by the extension of the railroad systems and the building of new ones. By these means the exploitation of rich natural resources in the shape of lumber, coal and iron ore has been made possible, and fertile agricultural sections, which were previously isolated, have been brought into touch with the markets of the country. Blast furnaces and steel plants have been erected and a very large amount of capital invested in the construction and equipment of cotton mills. The trade and shipping of the south Atlantic ports have also undergone a remarkable development.

To the traveler in the Southern States the effects of this industrial expansion are everywhere apparent. One cannot walk through the streets of the Southland as a whole without the impression of being in a state of transformation. Many communities which have been dormant and uncared for centuries seem to be springing into life and activity before the eyes of the observer. Especially in the enormous coal mining and iron and steel and textile manufacturing centers, cities and towns have been practically brought into existence within recent years.

The industrial expansion of the South and the upbuilding of towns and cities has attracted the white farmers and mountaineers from their isolated homes to the urban and industrial centers. These the natives have entered the cotton mills, the mines and the turnarounds and have made substantial progress. Their children will doubtless form the trained and skilled industrial forces of the future and furnish many valuable accessions to mercantile and trade pursuits. The glamour of the town and city has also unfortunately lured the negro away from the country. In the factories of the industrial centers he has been a failure, but in mining, rougher construction and other unskilled kinds of labor, he has succeeded, and many perhaps develop greater mechanical or industrial efficiency.

The Inadequate Labor Supply.
The rapid movement of the whites and negroes from the agricultural sections of the South is not, however, been sufficient to afford the labor force to meet the constantly growing demands of the purely industrial development. It has been necessary to have recourse to outside sources of labor supply. Native whites with the training and experience needed to perform the skilled work in connection with the newly established industrial enterprises has been brought from other sections of the country. Expert English, Scotch, Irish, Welsh and Irish-American men have also been introduced into the Southern industrial communities.

The growing demands for an unskilled labor supply have also been partly satisfied by bringing in the Slavs, Italians, Greeks and other races of recent immigration. The Southern and Eastern Europe. These races are found extensively employed to-day in the mines of Virginia, West Virginia and Alabama, in the furnaces and steel mills of the Birmingham district, in the cotton mills of New Orleans, and together with the Spaniards and Cubans, in the cigar and tobacco factories of the latter city, and Tampa, Florida. In this connection it should also be noted that the movement of the native Southern whites and negroes from the farms to the cities left vacant large agricultural areas, which are gradually being acquired or occupied by farmers from Northern or Western States or by representatives of European races of recent or earlier immigration. The German farmer in the South is becoming a familiar figure; the Italians, as already described in these columns, are cultivating truck and other farms from Memphis to New Orleans and are supplementing the negroes on the Louisiana sugar plantations; the Japanese are growing rice in Texas, and the Bohemians and Moravians, as well as other races, have established agricultural colonies in Texas, Virginia and other Southern States.

The South and Recent Immigration.
As a matter of fact, however, the recent immigrant has only been going South for a few years, and in very small numbers. The incoming tide of immigration has followed the old established routes to the Middle States and the West. The laboring industries in these geographical areas have also constantly endeavored to maintain these conditions and to prevent a Southward movement.

The Southern and Eastern Europeans, as well as the older immigrants, have been told that in the South they would be placed on the same social level as the negro, that wages were low, that there were no labor organizations, and that none of their countrymen were in Southern communities. These misrepresentations, together with the established immigrant routes, have been effective in preventing the South from getting the labor supply which it needed.

Southern industry, therefore, faces a situation which is exceedingly grave. The demand for labor is greatly out-

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